

## FRANCHISE - REVENUE &amp; PIPELINE BY MD &amp; DIR

2003-01-15 (Wed)

EUROS IN 000'S

NA Media.

BANKER	DEAL	PROB	DEC FRANCHISE VALUE	DEC 02 YTD REVENUES	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE
Amling, Jeffrey	Aurora Communications - general advisory (D012858)	N/A	-	1,032	-	-
	Citadel Broadcasting - IPO (D023068)	0%	-	-	-	2,837
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	5,134	-	-
	DirectTV USA - bridge financing (4Q 02) (D020076)	25%	-	-	-	3,310
	DirectTV USA - bridge financing (4Q 02) (D020076)	50%	-	-	-	17,779
	Echostar - General Advisory (Vivendi) (D016541)	N/A	-	8,886	-	-
	Echostar - HY offering (Hughes Electronics) (D016727)	N/A	-	(538)	-	-
	Echostar - acqn advisory and financing (GM - HE) (D014601)	N/A	-	(145)	-	-
	Echostar - acqn advisory and financing (GM - HE) (D014601)	50%	-	-	-	32,722
	Ermis Communications - Block Trade (2Q 02) (D021959)	N/A	-	2,206	-	-
	Ermis Communications - acq of Fisher Communications (D027038)	25%	-	-	-	-
	Ermis Communications - general advisory (Project Football) / Football (D028447)	0%	-	-	-	3,310
	Ermis Communications - general advisory (Project Football) / Football (D028447)	N/A	96	96	-	11,490
	Entercom Communications - HY offering (1Q 02) (D020688)	N/A	-	1,152	-	-
	Entercom Communications - secondary offering (1Q 02) (D020128)	N/A	-	4,553	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	N/A	-	5,480	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	N/A	-	5,960	-	-
	MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	N/A	126	(4,595)	-	-
	MediaNation - Sponsoring Agreement (D027084)	75%	-	-	-	61
	Radio One - HY offering (2Q 01) (D012201)	N/A	-	65	-	-
	Radio One - Secondary Offering (2Q 02) (D021881)	N/A	-	(6)	-	-
	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	N/A	-	917	-	-
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	N/A	307	551	-	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	N/A	-	1,206	-	-
	SuperRadio - general advisory (D000577)	0%	-	-	-	2,837
	Viacom - IG offering (3Q 02) (D025676)	N/A	-	297	-	-
	Vivendi Universal Entertainment - Refinancing (D025558)	N/A	-	657	-	-
	Vivendi Universal Entertainment - Refinancing (D025558)	75%	-	-	-	1,000
	iBiquity Digital - Private Placement (Q2 02) (D013707)	N/A	-	1,125	-	-
	Total	N/A	529	34,582	-	75,347

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Carey, Charles	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	1,032	-	-
	Carlyle/Welsh - acq fncg for Qwest Dex West(Phase II) / Phase 2 (D025662)	Bonds-Corporate High Yield	25%	-	-	-	6,998
	Carlyle/Welsh - acq fncg for Qwest Dex West(Phase II) / Phase 2 (D025662)	Senior Bank Debt	25%	-	-	-	5,874
	Carlyle/Welsh - acq fncg for Qwest Dex East (Phase 1) / Phase I (D023503)	Bonds-Corporate High Yield	N/A	-	4,766	-	-
	Carlyle/Welsh - acq fncg for Qwest Dex East (Phase 1) / Phase I (D023503)	Senior Bank Debt	N/A	-	2,860	-	-
	Citadel Broadcasting - IPO (D023066)	Equity-IPO	0%	-	-	-	2,837
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	N/A	-	5,134	-	-
	Emmis Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	0%	-	-	-	11,490
	Emmis Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	N/A	96	96	-	-
	Entercom Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	N/A	-	1,152	-	-
	Entercom Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	N/A	-	4,553	-	-
	Leap Frog Enterprises - IPO financing (D018309)	Equity-IPO	N/A	-	688	-	-
	MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Equity-IPO	N/A	126	(4,595)	-	-
	MediaNation - Sponsoring Agreement (D027084)	Equity-IPO	75%	-	-	-	61
	MediaNation Group - HY offering (2Q 01) (D013233)	Bonds-Corporate High Yield	N/A	-	65	-	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Bonds-Corporate High Yield	N/A	-	(89)	7,566	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Senior Bank Debt	100%	-	-	-	5,201
	Radio One - Secondary Offering (2Q 02) (D021881)	Equity-Secondary	N/A	-	917	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Corporate High Yield	N/A	-	1,206	-	-
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	Bonds-Corporate High Yield	N/A	-	536	-	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	0%	-	-	-	2,837
	SuperRadio - general advisory (D000577)	Divestiture Advisory	N/A	-	297	-	-
	Viacom - IG offering (3Q 02) (D025676)	Bonds-Corp. Investment Grade	N/A	-	657	-	-
	Total			222	19,276	7,566	35,099
Graves, Daniel B.	Adelphia Communications - HY offering (2Q 01) (D013200)	Bonds-Corporate High Yield	N/A	-	68	-	-
	Albritton Communications - General Advisory (News Ch 8) (D020686)	Fairness Opinion	N/A	-	111	-	-
	Albritton Communications - HY (4Q 02) (D020406)	Bonds-Corporate High Yield	N/A	-	2,573	-	-
	Albritton Communications - acq financing for Fisher Commun (D027037)	Bonds-Corporate High Yield	25%	-	-	-	2,317
	Gaylord Entertainment - Project Worship / Worship (D013127)	Divestiture Advisory	N/A	-	1,821	-	-
	Gray Television - HY offering (4Q 02) (D025884)	Bonds-Corporate High Yield	N/A	45	431	-	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	Equity-Secondary	N/A	-	5,287	-	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	Senior Bank Debt	N/A	-	1,297	-	-
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	Other M&A Advisory	N/A	-	203	-	-
	Salem Communications - HY offering (4Q 02) (D027241)	Bonds-Corporate High Yield	N/A	106	106	-	-
	Salem Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	0%	-	-	-	1,182
	Tribune Co - general advisory (radio assets) (D002234)	Divestiture Advisory	N/A	-	1,086	-	-
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	Equity-Secondary	N/A	-	761	-	-
	Total			2,724	13,544	-	3,499
Morris, J L Malcolm	AOL Time Warner - convertible offering (3Q 02) (D024044)	Equity-Convertible Bonds	0%	-	-	-	9,457
	Hughes/PanAmSat - Project Pelican/interim financing 1002 / Pelican 1 (D015959)	Bonds-Corporate High Yield	N/A	-	5,480	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1002 / Pelican 1 (D015959)	Senior Bank Debt	N/A	-	5,960	-	-
	Pinnacle Holdings - general advisory (2001) (D010190)	Divestiture Advisory	N/A	980	960	-	-
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	Fairness Opinion	N/A	-	533	-	-
	TIM Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1. (D014121)	Other M&A Advisory	N/A	-	1,578	-	-
	TV Globo - Project Waves / Waves ... (D013628)	Divestiture Advisory	N/A	-	89	-	-
	Total			980	14,600	-	9,457

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Paul, Gregory R.	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	-	462	-	-
	Acme Communications - general advisory (D006356)	Divestiture Advisory	75%	-	-	-	355
	Acme Communications - general advisory (D006356)	Divestiture Advisory	N/A	-	-	591	-
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	Bonds-Corporate High Yield	N/A	-	1,505	-	-
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	N/A	-	659	-	-
	LIN Television - IPO (D020127)	Equity-IPO	N/A	-	10,033	-	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016578)	Senior Bank Debt	N/A	-	1,930	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014961)	Bonds-Corporate High Yield	N/A	-	527	-	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	Divestiture Advisory	0%	-	-	-	2,837
	Total			-	15,117	591	3,192
Silver, Ellen L.	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	N/A	-	659	-	-
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016578)	Senior Bank Debt	N/A	-	1,930	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014961)	Bonds-Corporate High Yield	N/A	-	527	-	-
	Total			-	3,117	-	-
Triffo, Dyan	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-
	BusinessWire - general advisory (D005685)	Divestiture Advisory	25%	-	-	-	4,256
	Comcast - acq fncg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,702
	Digital River - block trade (4Q 01) (D016304)	Equity-Secondary	N/A	-	85	-	-
	Liberty Media - Acqn opportunities in Europe (D016282)	Acquisition Advisory	N/A	-	244	-	-
	TMP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	-	3,408	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	9,457
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	9,457
	Walt Disney - \$450mm - IG Bond (D024828)	Bonds-Corp. Investment Grade	N/A	-	86	-	-
	Total			-	7,492	-	24,872
Yung, Sun J.	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	N/A	-	3,670	-	-
	Comcast - acq fncg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,702
	Ikon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	-	5,025	-	-
	Pitney Bowes - IG offering (3Q 02) (D026114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-
	SONICblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	160	-	-
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	Acquisition Advisory	N/A	-	1,524	-	-
	Total			-	11,223	-	1,702

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